



Jointly Invite YOU to

Guru Speaks....

Management Consulting in the Post-Crisis Era

The talk will be divided into **three** parts - the **nature** of the current crisis; the likely post-crisis scenario; and the consequent management consulting **needs**. The first part notes that while there is a **domestic** crisis in India, the **global** crisis is much more severe, especially in the three richest regions - the US, EU and Japan. However, the outlook is beginning to emerge from **despondency** to one of some **hope**. A free green shoots are visible, in India and worldwide. They appear likely to sprout, although withering away can not be ruled out! As the world recovers from the crisis, three kinds of consulting **contexts** can be visualised. First, those companies which have weathered the storm and their top managements substantially **continue** to be in charge. Second, those companies which have survived, but with **new** top managements, either from within, or, more often, from outside. The third category are altogether new **organisations**. These may have emerged from some form of restructuring, including acquisition, merger, divestment, etc. The third and final part deals with the consulting needs of these three different **contexts**. Those with continuing managements will face the challenges of resuming **growth** with rising confidence of consumers; business; and governments; and to catch up for the lost time. The primary challenge of the new managements will be the management of change - how to get the organisation to accept the new leadership; strategies; organisational, system and other changes. The challenge of new organisations will be how to consolidate, survive, and create the foundation for growth.

**Dr. M B Athreya**

Management Guru. Former Professor - IIM Kolkata, London and Scottish Business Schools. Chair and Member of Government Policy Committees. Advisor to industry, government and NGOs.

May 21, 2009 (Thursday)

Registration, Tea & Networking:

1730 – 1750 hrs.

Welcome

1750 – 1800 hrs.

Guru Speaks...

1800 – 1845 hrs.

Q&A, Closing

1845 – 1900 hrs.

**Ghalib Chamber, SCOPE Complex, 7 Lodi Road, New Delhi 110 003**Limited seats subject to confirmation. For participation, please write to: imcidelhi@gmail.com.



Institute of Management Consultants of India

www.imcidelhi.com, imcidelhi@gmail.com

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The international credentials of a professional management consultant, reciprocally recognised by global members of the International Council Of Management Consulting Institutes

IMCI - The Background

The Institute of Management Consultants of India (IMCI) is the apex body of management consulting professionals, being the only registered institute of established management consultancy firms and practicing individuals in the country.

Constituted in 1991, IMCI was formerly known as the Management Consultants' Association of India (MCAI), which was founded in 1963.

In 1989, IMCI became the first Asian organisation to be accepted for membership of the International Council of Management Consulting Institutes (ICMCI), the global apex body of Management Consulting Institutes. ICMCI has 46 member countries in the world.

The Executive Secretariat of IMCI is located in Mumbai. The Institute has regional Chapters in Ahmedabad, Bangalore, Calcutta, Chennai (Madras), Delhi, Hyderabad, Mumbai (Bombay) and Pune.

Since its inception in 1963, IMCI has grown manifold with leading consulting firms as well as experienced individual consultants as members.

Objectives

IMCI has the following as its objectives:

- Definition and implementation of an ethical code of conduct for the profession to maintain high performance standards
- Certification of Management Consultants to rigorous international standards
- Networking with local, regional, national and international business houses
- Creation of awareness about the profession amongst potential users
- Rendering service to its members for their own professional training and development
- Encouraging and promoting the export of management consultancy services
- Helping to create and maintain a single representative image and forging a link between members of the institute for exchange of knowledge and experience

IMCI Purpose and Mission

IMCI's mission is to **promote excellence in the profession of Management Consulting** by providing learning opportunities; generating and disseminating knowledge through research; certifying competencies; building corporate awareness and emphasizing ethical behavior, so as to ensure that the profession is **accepted, recognised, and respected as providing a valuable service to all categories of organisations** in the private, public or NGO sectors.



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Executive Members

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CMC Designation

IMCI endeavors to raise the standards of management consulting by awarding Certified Management Consultant (CMC) designation to individual members who have passed a qualifying examination and have met the profession's standards of competence and ethics. The CMC designation implies international recognition to worldwide standards.

Activities

Some of the diverse activities that IMCI undertakes are:

- Organising conferences, training programmes, seminars, workshops and informal presentations
- Interaction with similar bodies in other countries
- Representations to the Government
- Hosting a National Convention annually
- Publication of a quarterly newsletter
- Conducting a distance learning programme and offering a diploma course in Management Consultancy through correspondence and personalised guidance

Consultancy Services

IMCI members have competencies in a wide range of consulting areas. Some have undertaken consultancy assignments for fortune 500 companies. The consultancy services offered are:

- Economic and Environmental Studies
- Management Performance Audits
- Strategic Planning and Organisation Development
- Marketing Studies and Market Research
- Financial and Administrative Systems
- Information Strategy and Systems
- Human Resources Development
- Executive Recruitment
- Project Management
- Process Management and Improvement

Global Interaction

In addition to being a member of ICMCI, IMCI is part of the movement on the regional front that has manifested itself as the Asia Pacific Conference of Management Consultants (APCMC). Biennial conferences are held in one of the participating countries

In 1989, New Delhi was the venue for the first APCMC. The subsequent conferences were held in Singapore, Australia and Malaysia. IMCI was again host for the fifth APCMC in Chennai in 1997.

IMCI has today become an effective medium projecting the strengths of the Indian management consultancy profession, through its various activities, national as well as international.

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Code of Professional Conduct for IMCI members

Minimum Guidelines

Confidentiality

A member will treat client information as confidential and will not take personal advantage of privileged information gathered during an assignment, or enable others to do so.

Unrealistic Expectations

A member will refrain from encouraging unrealistic expectations or promising clients that benefits are certain from specific consulting services.

Commissions / Financial Interests

A member will neither accept commissions, remuneration or other benefits from a third party in connection with recommendations to a client without the client's knowledge and consent, nor fail to disclose any financial interest in goods or services which form part of such recommendations.

Assignments

A member will only accept assignments for which the member has the skill and knowledge to perform.

Conflicting Assignments

A member will avoid acting simultaneously (in potentially conflicting situations) without informing all parties in advance that this is intended.

Conferring with Clients

A member will ensure that before accepting any engagement, a mutual understanding of the objectives, scope, work plan and fee arrangements is established and any personal, financial or other interests which might influence the conduct of the work are disclosed.

Recruiting

A member will refrain from inviting an employee of a client to consider alternate employment without prior discussion with the client.

Approach

A member will maintain a fully professional approach in all dealings with clients, the general public and fellow members.

Code of Professional Conduct

A member will ensure that other management consultants carrying out work on the member's behalf are conversant with and abide by the Code of Professional Conduct.